

Message Text

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42

ACTION EB-05

INFO OCT-01 AF-05 EUR-06 ADP-00 RSR-01 RSC-01 /019 W

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R 250955Z JUL 73

FM AMCONSUL STUTTGART

TO AMEMBASSY LUSAKA

INFO SECSTATE WASHDC 1796

USDOC WASHDC

AMEMBASSY BONN

AMEMBASSY NAIROBI

UNCLAS STUTTGART 0602

E.O. 11652: N/A

TAGS: ETDR, GW

SUBJ: JOHN DEERE SHREDDER

USDOC FOR DEPUTY ASSISTANT SEC. VAN GESSEL

REF: LUSAKA 1307

1. OUR TELEPHONE DISCUSSION WITH JOHN DEERE MANNHEIM HEADQUARTERS ON JULY 24 NOT LIKELY TO BE OF IMMEDIATE HELP TO THE CAUSE. MANAGING DIRECTOR, L. NEEL HALL, ON HOME LEAVE UNTIL JULY 30 AND MARKETING MANAGER, DAVID STOWE, ALSO OUT OF COUNTRY UNTIL THEN.

2. IN THEIR ABSENCE WE WERE REFERRED TO A MISS KLEIN OF EXPORT DEPARTMENT WHO WAS FULLY FAMILIAR WITH ZAMANGLO NEED FOR SHREDDER AND DEERE EFFORTS TO SQUEEZE ONE OUT. HER MAIN POINT, REPEATED SEVERAL TIMES, WAS THAT THE REPLY TO ZAMANGLO, GIVING END OF OCTOBER AS EARLIEST POSSIBLE SHREDDER PRODUCTION AND SHIPMENT, CAME AFTER CHECKING THROUGHOUT DEERE ORGANIZATION, INCLUDING MOLINE ILLINOIS. THEREFORE, NO DIFFERENT ANSWER CAN BE FORTHCOMING NOW.

3. UNLESS WE HEAR OTHERWISE FROM COMMERCE IN THE MEANTIME, WE WILL GET IN TOUCH WITH DEERE AGAIN NEXT WEEK WHEN AMERICAN MANAGERS RETURN. EVEN IF THEY CANNOT COME UP WITH A

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SHREDDER OUT OF NOWHERE, WE ARE CONFIDENT THEY WILL AGREE WITH

PR ASPECT OF ASSURING ZAMANGLO THAT DEERE IS DOING ITS BEST.
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Message Attributes

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